

SLDC

ST. LOUIS DEVELOPMENT CORPORATION

ANNUAL REPORT 2012



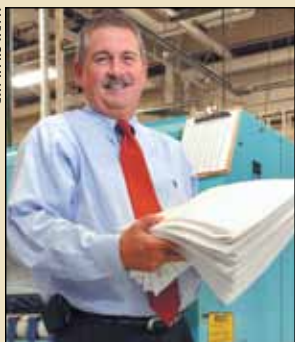
On The Cover



The North Riverfront Commerce Corridor

The North Riverfront Commerce Corridor (NRCC) land use study was completed in 2012 and will guide future developments in this 3,000-acre multimodal logistics and business district located north of Downtown. Poised to become a premier business center and multimodal shipping and distribution hub for the heart of America, the NRCC has access to six Class I railroads, seven interstates, barge lines, the new Interstate-70 Mississippi River Bridge, and is projected to create 10,000 jobs. Total public and private investment in the NRCC during the past five years exceeds \$1.2 billion including the new bridge. The 27-acre Municipal River Terminal anchors the southern end of the North Riverfront Commerce Corridor. The \$20 million dock rebuild will create a 2,000-foot dock. Construction will conclude in early 2013.

MARK GILLILAND



BRIAN CASSIDY

Faultless Linen's Terry Mason, Sweetie Pie's Upper Crust's Robbie Montgomery (see page 4) and Material Mix's Allison Carmen (see page 5)

Faultless Linen spent \$12 million to expand and upgrade its third St. Louis plant at 1625 N. 25th Street. The project created 50 new jobs. The City provided real estate and property tax abatement and loan assistance. Faultless serves more than 30 acute hospitals and over 400 retail medical locations in the St. Louis and Kansas City areas.



PATTI GABRIEL

City Garden Montessori School

Mayor Francis G. Slay helped students, parents, faculty and administrators celebrate the opening of their new home at Tower Grove and McRee avenues and the beginning of the charter school's fifth year. Key elements of the creative development and financing package included the formation of a new school property ownership group —the original owner and UIC+CDO Principals Brent Crittenden and Chris Hulse; \$1.71 million in state and federal historic tax credits purchased by U.S. Bank Community Development Corp.; \$1.36 million in New Markets Tax Credits awarded by SLDC; \$1.47 million in loans from Peoples National Bank; and a \$500,000 tenant improvement loan secured through IFF, a nonprofit community development financial and real estate consulting organization. UIC+CDO is an architectural, property development, general contracting and urban design firm.



Francis G. Slay
Mayor, City of St. Louis

Rodney Crim
Executive Director

Patrick Bannister
Deputy Executive Director, Business Development

Otis Williams
Deputy Executive Director, Real Estate Development,
Major Projects

1520 Market St., Suite 2000
St. Louis, MO 63103
314-657-3700
FAX 314-613-7011
<http://stlouis-mo.gov/sldc>



ST. LOUIS DEVELOPMENT CORPORATION

Mission

To stimulate the market for private investment in City real estate and business development and improve the quality of life for everyone who lives in, works in and visits the City of St. Louis

Principles

- Allow the private sector to take the lead wherever possible within an overall land use plan
- Forge strong partnerships between the private sector, elected officials and development agency staff
- Solicit, respond to and cooperate with private initiatives
- Leverage maximum amount of private and other governmental investment

Business Goals

- Create an attitudinal and regulatory climate that enables existing and new businesses to flourish
- Foster the physical development of areas attractive to modern businesses and their employees
- Attract, retain, and create businesses that provide jobs and services for City residents, workers and visitors
- Create a self-sufficient market for the City's business property

Residential Goals

- Make City neighborhoods places where more people choose to live
- Create an attitudinal and regulatory climate that enables new construction and rehabilitation of homes to flourish
- Meet the special housing needs of the City's population



Francis G. Slay

Francis G. Slay
Mayor, City of St. Louis



Rodney Crim

Rodney Crim
Executive Director, SLDC

The Spirit of St. Louis is Alive Today

Since Charles Lindbergh convinced St. Louis business leaders to sponsor his historic New York-Paris flight, St. Louis has always been a great place for entrepreneurial success.

This past year, entrepreneurship exploded in the City and was our strongest area of growth. Why?

St. Louisans still know a great idea when we see one. And we're not afraid to take the risk necessary to support innovation and the entrepreneurial spirit.

Entrepreneurs create jobs. So continued growth and support of startups is key to growing our business community and economy in the region and statewide.

The Mayor's Office and St. Louis Development Corporation joined with our regional partners in government, the financial industry, business angel investors, nonprofit groups, and others on a number of initiatives to address the problems facing small businesses.

We have worked together to support new initiatives that create support, funding, low-cost infrastructure, and networking connections for small, emerging businesses.

When local entrepreneurs, and even a few from other countries, got word of the opportunities here, things took off so quickly and so successfully, that we received national recognition for our efforts, ranking St. Louis among the top cities for entrepreneurial activity. To name a few: 1 of the 10 best places to start a business (Kiplinger Report) and 1 of the top 10 cities for African-American businesses (Ebony magazine).

So far, most of the startups have been in the IT,

biotech, and social media fields. We believe we will continue to see more investment in a variety of specific ventures in the future.

We also believe getting a bigger share of the global market is key to strengthening our local economy. We teamed with our development partners on exploring foreign trade and immigration as ways to grow jobs. We met with economic development officials from China, South America, and New Zealand to explore mutual business and trade opportunities.

Dr. Jack Strauss of Saint Louis University authored and the Kemper Foundation funded an impressive study that brought together insight from community leaders who work with the foreign-born who have chosen to make St. Louis their new home and raise their families. The study found that despite our excellent cost of living and comparable amenities, we are not keeping up with our peer cities when it comes to New Americans. Increasing immigration is one of the most important things we can do to improve and strengthen the St. Louis economy. Based on the study, immigrants are more likely to be entrepreneurs and create jobs in their new communities. We need to do more to attract the talents, dreams and ambitions of people from all over the world to St. Louis and support such efforts.

Our sincerest thanks to the development officials from the region, business angels, and other partners featured in this Annual Report and to those who we work with year-round, for helping our citizens' dreams come to fruition.

The Spirit of St. Louis continues. Lindbergh would be proud.

Business Celebration Luncheon 2012 Award Winners

Businesses of the Year

Businesses of every size that have made special commitments to or investments in the City:

Brown and James P.C.
Faultless Linen
goBRANDgo!
LockerDome
McDonald's Restaurant Downtown
MFR Tire
PrintFlex Graphics
Sweetie Pie's Upper Crust

Neighborhood Businesses of the Year

Special recognition for businesses that enhance quality of life in our City neighborhoods:

Apple Tree Custom Sewing
Bill's Barber Shop
Blissoma By Irie Star
Café Mochi
Chimichanga's Mexican Restaurant
Cool Stuff Really Cheep
Creative Customs
Elking Photography
Flames Bar-B-Que House
Fritanga Nicaraguan Cuisine
GardenWalk Massage Therapy
G-Zus Automotive Services
Hi Pointe Theatre
Hodak's Restaurant & Bar
Inkosi Advertising
Iowa Buffet
Les Beaux Enfants
Nappy Kitchen Salon and Store
Perennial Artisan Ales
Pietro's
Smoki O's
Southside All-American Collectibles/
Mo's Comics
Sugaree Baking Co.
T.L.W. & Associates Attorneys at Law
The Little Tot Shop
The Parson's Center
Urzi's Italian Market
World's Fair Donuts

Developers/Developments of the Year

Real estate projects that most dramatically convert a catalytic vision for the City into bricks and mortar:

Central Library
Leather Trades Artist Lofts
North Sarah and Arlington Grove
developments
UIC + CDO
UMSL at Grand Center

Quality of Life Award

Organizations and initiatives that improve quality of life for City residents and businesses through their dedication and hard work:

Minority Contractors Initiative
St. Louis Convention & Visitors
Commission

Mayor's Award

Organizations that have shown leadership and acted as special catalysts for economic development in the City:

Arch Grants
Bio STL/BioGenerator
Capital Innovators
InnovateVMS
T-REx

BRIGHT IDEAS

Entrepreneurs with bright ideas, combined with a bigger and better infrastructure to support them, are redefining St. Louis.

LockerDome

With more than 1.5 million active monthly users and growing support from investors, LockerDome keeps hitting home runs.

Gabe Lozano, co-founder and CEO, says his social networking site for professional and amateur athletes, coaches and fans is the fastest-growing online sports property in the country.



Gabe Lozano

Originally conceived to connect young athletes and local sports programs by providing pages where users could upload game schedules, statistics, photographs and videos, the tech startup quickly expanded to include more than 125 professional athletes such as Pittsburgh Steelers safety Troy Polamalu, Arizona Cardinals wide receiver Larry Fitzgerald and Olympian Carli Lloyd.

To date, Lozano has raised \$2.1 million, mostly from local investors including the St. Louis Arch Angels and the Missouri Technology Corporation. His company also has the backing of Jim McKelvey, the co-founder of mobile payment processor Square, and Brian and Carol Matthews, the husband-and-wife duo who co-founded Primary Networks and CDM Fantasy Sports. McKelvey and Brian Matthews are general partners at Cultivation Capital, a new venture capital fund formed earlier this year that made LockerDome the first company in its investment portfolio.

Founded in 2008, LockerDome is a 2011 graduate of the accelerator programs run by Capital Innovators, which offers a 12-week mentorship program and provides \$50,000

in seed money to startups. The program is a partnership between Capital Innovators, St. Louis Regional Chamber and Growth Association, Partnership for Downtown St. Louis and St. Louis Development Corp.

In April, the company moved from Westport to commercial space on the first floor at 1221 Washington Avenue. Lozano lives in a loft on the seventh floor, and four of his employees recently moved downtown.

Currently, LockerDome has 13 full- and four part-time employees. Lozano expects his staff to grow to 30 by early next year.

LockerDome was the only St. Louis-based startup invited to present at this year's Silicon Valley Bank Showcase, an annual event where promising early-stage companies get to pitch their business ideas and make connections nationally that will eventually lead to commitments from new investors.

Sweetie Pie's Upper Crust

Heart, soul and mac 'n' cheese. Robbie Montgomery's popular restaurants serve up down-home soul food in three locations.

Montgomery is a former backup singer who used to cook on the road, sometimes with an electric skillet in hotel rooms, while touring with Ike and Tina Turner in the 1960s. After a health scare ended her singing career, she returned to her hometown and sold fried chicken, cobbler and other favorite dishes from the trunk of her car before opening the first Sweetie Pie's restaurant in Dellwood in 1997. Eight years later, Montgomery opened her second location in the Grove neighborhood.

Her newest restaurant, Upper Crust, opened on Delmar Boulevard in Grand Center in May. The \$4 million location,



Robbie Montgomery

which includes a banquet hall, employs more than 50 workers. Sweetie Pie's received \$425,227 in state Brownfields redevelopment incentives to turn an old envelope factory into the restaurant, which she runs with her son, Tim Norman.

The highly-rated reality series about the family-run business airs on OWN: The Oprah Winfrey Network and is locally produced by Jeff Kean's Coolfire Originals, a Coolfire Media spin-off, with Los Angeles-based production partner Pilgrim Films and Television.

Sweetie Pie's has also been featured on Food Network's Diners, Drive-ins and Dives with Guy Fieri.



Jeff Kean

goBRANDgo!

The Benton Park neighborhood offices of goBRANDgo! look like a white board showroom. That's where Derek Weber, president, and Brandon Dempsey, partner and chief marketing strategist, develop marketing tactics and strategies for a cross-section of entrepreneurially-owned companies with annual revenues ranging from \$1 million to \$15 million. They call it "empowergizing entrepreneurs." Their clients include Booksource, Warehouse of Fixtures, Xiolink and Contegix.

Weber's entrepreneurial roots date back to 2003 when he started a customized apparel business while attending Saint Louis University. Dempsey, a University of Missouri graduate, began as an HR consultant and web developer.



Derek Weber

Arch Grants

Move over Silicon Valley. In May, 15 companies received a total of \$750,000 in grants from Arch Grants, a new nonprofit organization that donates money to boost entrepreneurship and job opportunities in the City.

The program is providing each of the startups with \$50,000 in no-strings-attached funding as well as office space in the T-REx incubator, free business mentoring, accounting and marketing services. The grant recipients have the opportunity to secure a second round of up to \$100,000 in funding along with direct access to St. Louis-based angel investors.

The competition's winners were selected from among 420 applications from businesses around the world. Twelve of the 15 winners are St. Louisans. The out-of-town grantees include Techli, a Chicago-based online newsletter aimed at digital startups, and sim-Machines, a Costa Rican search engine enterprise.

Spearheaded by Jerry Schlichter, a downtown attorney; Zack Boyers, chairman and CEO of U.S. Bancorp's Community Development Corp.; Joe Schlafly, a senior vice president at Stifel Nicolaus; and downtown real estate developer Robert Guller, Arch Grants counts Peabody Energy Corp. and Emerson among its top donors.



Sarah Spear
Executive
Director



Jerry Schlichter
President and
Director

BioSTL and BioGenerator

Comprised of top academic, civic, philanthropic and scientific leaders, BioSTL, which evolved out of the Coalition for Plant and Life Sciences in 2011, is the leading champion for the development of the St. Louis region into a leading center for research and commercialization.

The Coalition established BioGenerator in 2003 to work closely with universities, scientists, entrepreneurs and investors to start new companies. To date, BioGenerator has created, nurtured and funded 28 new seed and pre-seed stage startups, investing \$4 million in these companies and leveraging \$50 million in additional private co-investment.

During the last two years, BioGenerator's programs for pre-seed funding, the addition of entrepreneurs-in-residence, and Accelerator Labs—shared and private wet laboratory and office spaces located in the CORTEX bioscience district—have supported the creation of 17 new bioscience companies.



Donn Rubin
President



Eric Gulve
CEO

Capital Innovators

Located in T-REx, Capital Innovators provides tech startups with the seed funding, resources, and connections they need to reach the next level. The 12-week program provides \$50,000 in seed funding, project-based mentorship from a seasoned pool of knowledgeable entrepreneurs, networking opportunities and follow-up funding opportunities. Five companies are accepted per class. Two classes are run each year—one each in the fall and spring.

The accelerator program received more than 125 applications—30 percent from outside the region—for its fall class.

Capital Innovators was created by a group of local angel investors. Mayor Francis G. Slay presented the Mayor's Spirit of St. Louis Award to Capital Innovators in recognition of the company's role in growing technology startup businesses in Downtown St. Louis.



Judy Sindecuse
CEO

BRIGHT IDEAS

After working together informally, they launched go-BRANDgo! in 2010. Today, the partners have 15 employees — all under age 35. Annual revenue exceeds \$1 million.

The company is active in the startup community. It provides pro bono services in collaboration with Capital Innovators, Arch Grants, T-REx and the Regional Chamber and Growth Association. Weber is the membership chair of the Entrepreneurs' Organization accelerator program and is helping design the St. Louis County Economic Council's Regional Entrepreneurship Initiative's website — a GPS for St. Louis innovators — that will connect entrepreneurs to opportunities in funding, mentoring, learning, events and other support. SLDC is a partner in the initiative.

Yurbuds

When Seth Burgett was training for his first Ironman triathlon, he realized that his running partner — his



Seth Burgett

iPod — was making his ears hurt more than his legs. So he joined forces with Yurbuds co-founder Richard Daniels, a 24-time marathoner, to develop an ergonomic solution to earphones that hurt or fell out.

The Yurbuds duo worked with audiologists and ergonomics experts to study the human ear and develop and patent their comfortable, high fidelity product.

Consumers can purchase six custom sizes at specialty stores and online. Its sports earphones are now available at nearly 9,000 locations, including 1,100 Best Buy stores, Dick's Sporting Goods, Sports Authority and 650 specialty running stores. That compares with 700 outlets a year ago, and the sports earphones are the top sellers on Apple.com

Yurbuds, which is based in the Center for Emerging Technologies incubator, also benefited from business advice provided by InnovateVMS mentors.

Founded in 2008, Yurbuds (formerly Yurtopia) was named Forbes 9th Most Promising Company in America in 2009 and won the Good Design Award in 2010 — along with the iPad.

Euclises Pharmaceuticals

Dr. John Talley is the superstar medicinal chemist behind Euclises Pharmaceuticals, a new company that is developing pain and cancer medications that will offer superior safety margins, compared to existing drugs.

He is the co-inventor of Celebrex, Pfizer's multibillion-dollar arthritis medication, and has brought seven other drugs, including three HIV/AIDS medications, through the regulatory process and to market.

The other Euclises co-founders include Randy Weiss, Dr. Robert Karr and Eduardo Martinez.

Their life sciences startup operates out of the BioGenerator Accelerator Labs in CORTEX. It received initial funding from BioGenerator and the St. Louis Regional i6 Project. In June, Euclises secured \$175,000 from the St. Louis Arch Angels, a network of private investors that invests seed and early-stage capital in emerging St. Louis companies.



Dr. John Talley

Material Mix

Allison Carmen wants to turn trash into profit. She is the founder of Material Mix, a tech startup that provides waste management consulting and online marketing for businesses to buy, sell and recycle business waste.

The value proposition is to save the seller waste disposal fees and lower costs for buyers. Her company charges an eight-percent fee for making the connection and holding money in an escrow account until the buyer has received the material and is satisfied.

Material Mix, which has offices in the T-REx incubator, has raised \$100,000 in seed-funding so far, with \$50,000 from Capital Innovators, as well as a \$50,000 grant from Arch Grants.



Allison Carmen

Her \$400 per month office space includes electricity, wireless Internet access and the camaraderie of other entrepreneurs. She also is doing business with two T-REx neighbors, Gremln, which provides a tool that helps schedule and measure social media messages, and Systematic Revenue, which offers an easy-to-use web-based marketing platform that combines customer relationship management, email marketing, campaign creation and management, and analytics.

Carmen holds an undergraduate degree from San Diego State University where she studied environmental policy and underwater ecology. She received an MBA from Saint Louis University in 2011. The idea for Material Mix began at SLU and was developed at an entrepreneurship class she took at Washington University.

InnovateVMS

At InnovateVMS, 130 active volunteers are on the front lines supporting St. Louis entrepreneurs. Modeled after the highly successful program at MIT, InnovateVMS provides teams of experienced mentors — business people and professionals — to advise early-stage startup companies. The results are impressive. Taken together, the client companies reported investments exceeding \$21 million in 2011. Fifty-six percent of the new ventures were started by women and minorities.

Today, more than 75 new ventures are being actively mentored. Among them is Sleeve a Message, a printing company that specializes in creating custom sleeves for coffee cups.

InnovateVMS is one of Innovate St. Louis' flagship programs. Founded by Dr. William Peck, director of the Center for Health Policy at Washington University, Innovate St. Louis began its work in 2007 to accelerate successful innovative entrepreneurship in the St. Louis region. The nonprofit, tax-exempt organization also runs the IT Entrepreneur Network (ITEN).



Pete Peters
Executive
Director



Heschel Raskas
Chair

Minority Contractors Initiative

Founded in 2010, the Minority Contractors Initiative (MCI) is increasing business opportunities in the construction industry by providing free training, networking, capacity building expertise, and exposure to developers, general contractors and public and private institutional clients.

In January, MCI opened a state-of-the-art plan room at 1712 Macklind that provides printed and electronic access to bid specifications for projects and access to computers and software to aid in the bidding process.

Among the City-based contractors who have benefited from MCI's services are Philip Person Roofing, Simms Building Group and T&T Demolition Co.

The MCI program is a joint venture project between the Vashon/JeffVanderLou Initiative and Community Renewal and Development, Inc. The Community Development Administration funds the program.



Kem Mosley
Director

T-REx

Cheap office space and the low cost of living make St. Louis one of the 10 best cities to start a business, according to Kiplinger, a Washington, D.C.-based publisher of personal finance advice, analyses and business forecasts. Kiplinger cited the tech-minded T-REx as one of the reasons why St. Louis made the list.

The T-REx incubator at the Railway Exchange Building, 611 Olive, is home to 40 young companies, including Evtron and the 15 entrepreneurs that recently won Arch Grants.

The idea, conceived about a year ago, was to take some of the vacant office space left behind when Macy's downsized its presence in the building and offer it to budding technology companies to create an incubator that would bring jobs and smart, energetic business people downtown.

T-REx started with \$100,000 in seed money provided by the Partnership for Downtown St. Louis, SLDC and the St. Louis Regional Chamber and Growth Association.

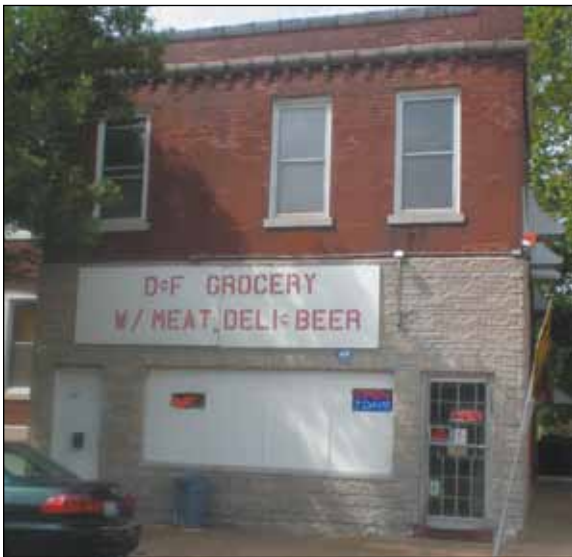
Companies at T-REx get rent for as little as \$100 per month, flexible lease terms, free wireless Internet and access to free office furniture.

Other initiatives under consideration for the Railway Exchange Building include a fashion incubator.



Kevin Farrell
Senior Director,
Economic &
Housing
Development,
Partnership for
Downtown
St. Louis

SLDC YEAR IN REVIEW



Although many corner stores are conveniently located in City neighborhoods, few sell fresh fruits and vegetables or nutritious snack food. The Healthy Corner Store Project is increasing access to affordable, healthy food. Launched in 2011, the holistic program includes community events promoting healthy eating, business development training and mentoring for storeowners, in-store nutrition education signage and façade improvements. Participating stores include: D&F Market in Dutchtown, Carrie's Corner Market in O'Fallon Park, Manchester Market in Forest Park Southeast, Regal Food III in Shaw, Regal Market in Walnut Park East and Penny Saver in Benton Park West. The City of St. Louis Departments of Health and Public Safety, the University of Missouri Extension and SLDC manage the program with grant support provided by the Missouri Foundation for Health and the Missouri Department of Health and Senior Services.



Ben Poremba, chef and artisan sausage maker at Salume Beddu, is turning an old Standard Oil gas station and an adjacent house in Botanical Heights into Elaia and Olio, a wine bar and a "Middle-terranean" restaurant. Removal of the station's underground storage tank was made possible by a \$40,000 Brownfields Cleanup Fund grant. UIC+CDO, which is developing homes in the neighborhood and recently completed the City Garden Montessori School, is the architect.



Katrin Butler-Powell, who produces art under the name of "Kuumba," lives and works in the \$21 million redeveloped Leather Trades Artist Lofts. Dominion Development of Plymouth, Minn. converted the vacant eight-story building at 1600 Locust into 86 affordable live/work units. Leases range from \$679 a month for a one-bedroom apartment to \$829 for a two-bedroom unit. LCRA authorized real estate tax abatement for the development.

DEVELOPMENT INCENTIVES Real Estate Tax Abatement

90 new plans
\$353 million

891 new housing units
990 new jobs

The Land Clearance for Redevelopment Authority (LCRA) approved 84 tax abatements during FY12. LCRA also approved 90 new redevelopment plans and designated 16 individual developers for specific projects within approved redevelopment areas. These projects are expected to produce a total of \$353 million in new investment and produce 891 new housing units and 990 new jobs.

Tax Increment Financing (TIF)

\$20.1 million

\$63.7 million in private investment
45 new residential units
162 new jobs

During FY12, the Tax Increment Financing Commission, working closely with the Comptroller's Office and the St. Louis Board of Aldermen, approved four projects with TIF financing totaling approximately \$20.1 million. This TIF financing is projected to leverage approximately \$63.7 million in private investment, produce more than 45 new residential units, provide new homes for a number of businesses and create a projected 162 new jobs.

New Markets Tax Credits

\$233 million

\$774 million in private investment
1,380 new jobs
1,400 retained jobs

SLDC received its fifth allocation — \$50 million — of New Markets Tax Credits (NMTC) from the U.S. Department of the Treasury. SLDC has now received a total of \$233 million of NMTC authority. In all, SLDC has funded 20 projects with its allocation, which leveraged an additional \$774 million in private investment. These investments will ultimately create more than 1,380 jobs and retain 1,400 jobs. The most recent investments were made to assist the developers of the City Garden Montessori School, the Stifel building and the Mercantile Exchange retail project. Equity derived from SLDC's NMTC sub-allocations was instrumental in closing the financing gaps in these high profile redevelopments.

Commercial District Improvements

\$1.59 million

354 small businesses assisted

The façade grant improvement funds make neighborhood commercial districts more attractive to both customers and businesses, and enhance neighborhood quality of life and retail services to surrounding neighborhoods. This program encourages businesses and building owners to add "curb appeal" to their buildings. Qualifying improvements include new storefronts, landscaping, awnings, lighting and fencing.

SITE ASSEMBLY AND PREPARATION Brownfields Tax Credits and Grants

\$1.7 million

**for clean up of
abandoned,
contaminated sites**

A four-year partnership between SLDC and the Missouri Department of Natural Resources utilized more than \$1.7 million in American Recovery and Re-investment Act (ARRA) funds to clean up abandoned, contaminated sites throughout the City. Projects benefiting from this effort included Habitat for Humanity's work in the Jeff VanderLou neighborhood, St. Louis Community College's new William J. Harrison Education Center, St. Margaret of Scotland School Garden (Dragon's Grove) and 4266 McRee.

Land Assembly Services and Initiatives

1,465

LRA properties sold

SLDC's real estate department provides real estate services for SLDC and its member agencies, as well as for the Community Development Administration's housing programs. The Land Reutilization Authority (LRA) receives properties in a variety of ways: first, as the "default owner of last resort" after tax delinquency foreclosure proceedings if the property is not purchased by a private party; second, through donation; third, by affirmative acquisition for specific developments via negotiated sales or eminent domain. SLDC demolished 143 buildings in FY12. During FY12, LRA received 714 properties and sold 1,465 properties. These actions resulted in an inventory of 9,883 parcels including 1,995 buildings at the close of the fiscal year.

Enhanced Enterprise Zone

\$1.2 million

43 new jobs

The Enhanced Enterprise Zone program allows the City to provide real estate tax abatement and the state to provide tax credit incentives for up to 10 years to

businesses that create jobs and invest in the designated zone in the City. During FY12, one existing business expansion and two new businesses were approved for tax abatement. These businesses are projected to invest more than \$1.2 million and create 43 new jobs.

LENDING ASSISTANCE

\$1.12 million

195 new jobs

SLDC, through its Local Development Company (LDC) affiliate, is actively involved in assisting businesses with their financing needs. LDC subordinated loans generally provide lower interest rates, extended terms, lower borrower equity requirements and creative financing structures. In FY12, LDC provided financing for 23 businesses. These projects utilized \$1.12 million in government lending resources to leverage \$13.6 million in private financing, creating 195 new jobs. Loan recipients agree to work with the St. Louis Agency on Training and Employment (SLATE) to fill the jobs.

Tax Exempt Bond Financing

**\$48.3 million
in bonds**

**\$23 million in
private investment**

Bond financing is a tool that provides access to long-term, below-market financing for certain types of businesses. Developers of multi-family housing, manufacturers and nonprofit corporations can utilize tax-exempt bonds to meet their long-term fixed asset financing needs. The Industrial Development Authority (IDA), the Land Clearance for Redevelopment Authority (LCRA) and the Planned Industrial Expansion Authority (PIEA) are authorized issuers of taxable and tax exempt bonds. In FY12, the authorities participated in seven bond issuances totaling \$48.3 million and leveraging \$23 million in private investment.

OUTREACH AND BUSINESS DEVELOPMENT Mayor's Spirit of St. Louis Awards

Administered by SLDC, the Mayor's Spirit of St. Louis Award program recognizes businesses that

make major expansions or improvements to their existing locations or relocate to the City. DYNALABS, Capital Innovators, Cfx ad agency and Marian Middle School were honored during FY12.

Business Assistance Center

1,054

clients assisted

Located in City Hall, the Business Assistance Center (BAC) works with the City's Building Division and other City departments to expedite licenses, permits and other City approvals for business clients, providing a "one stop shop" for these services. The "one stop shop" approach has resulted in more than 85 percent of building permits being issued the same day as application. During FY12, the BAC assisted 1,054 clients.

Minority Business Development

123

M/WBEs assisted

SLDC strives to increase the number of minority- and women-owned business enterprises (M/WBEs) in the City and to help existing businesses achieve success. Throughout the year, staff briefs and mentors M/WBEs about potential business opportunities with City projects, buying and operating national franchises and business basics. SLDC partners with other City departments, the Bosnian and Hispanic chambers of commerce, the St. Louis Minority Business Council and other organizations to bring information to more than 123 M/WBE clients. Additionally, SLDC partnered with the St. Louis chapter of the National Black MBA Association to brief members on development opportunities in the City.

NEW OFFICE

In June, the offices of SLDC, CDA, PDA, and Affordable Housing moved from 1015 Locust Street to the former L. Douglas Abram Federal Building at 1520 Market Street. The City bought the building in 2006 from the U.S. General Services Administration. It now houses all or portions of several City departments.



Mayor Francis G. Slay presented the Mayor's Spirit of St. Louis Award to DYNALABS. The pharmaceutical testing company is a St. Louis Enterprise Center success story. Founded in 2004 by two former Sigma-Aldrich executives, Russell Odegard and Michael Pruett, the company quickly graduated from the incubator into its own headquarters at Chouteau Crossing. DYNALABS has grown to a staff of 28 and plans to more than double that number during the next five years. From left are: DYNALABS President Scott Glover, Alderwoman Kacie Starr Triplett, Mike Pruett, Mayor Francis G. Slay and Russell Odegard.



Nationally, the franchise industry is a \$2.1 trillion revenue generator that provides millions of jobs. SLDC partnered with Harris-Stowe State University, U.S. Bank, the Urban League of Metropolitan St. Louis, the National Black MBA Association and the International Franchise Association to present a full-day franchise fair for minority and women entrepreneurs. From left to right: Howard Hayes, SLDC director of minority business development; Mayor Francis G. Slay; Miriam Brewer, director of outreach, International Franchise Association; Dr. Albert Walker, president, Harris-Stowe State University; and Dr. Fara Zakery, dean, Harris-Stowe State University Anheuser-Busch School of Business.

St. Louis City development boards, commissions and authorities

St. Louis Development Corporation (SLDC)

- Provides staff and services to all City development boards
- Members are chairs of development boards, two aldermanic committees

Rodney Crim, Chair

Executive Director, SLDC

Alderwoman Lyda Krewson

Chair, Ways and Means Committee

Alderman Fred Wessels, Jr.

Chair, Housing, Urban Development and Zoning Committee

Chris Goodson

Land Clearance for Redevelopment Authority

Mark Levison

Land Reutilization Authority

Matthew S. McBride

Port Authority

Gregory E. Shapiro

Industrial Development Authority

C. Clinton Ward

Local Development Company

Larry Williams

Planned Industrial Expansion Authority

***April Ford Griffin**

***Arthur L. McWilliams**

Enhanced Enterprise Zone Board

- Recommends tax abatement for businesses in the Enhanced Enterprise Zone to the St. Louis Board of Aldermen

Larry Williams, Chair

Chris Goodson, Vice Chair

Matthew S. McBride, Treasurer

Marvin Anderson

Wendy Timm

Karl Tyminski (Represents other taxing districts)

K. Kalimba Kindell (Represents St. Louis Board of Education)

***Judith K. Doss**

Industrial Development Authority (IDA)

- Assists in large-scale industrial, multi-family residential, non-profit corporate development
- Tax-exempt revenue bond financing

Gregory E. Shapiro, President

Daniel Drago, Vice President

Gilberto Pinela, Secretary

Troy Doles

Timothy Person, Jr.

Gary E. Reed

Vincent M. Young

Land Clearance for Redevelopment Authority (LCRA)

- Major commercial/industrial/residential projects
- Tax abatement
- Site acquisition/assembly/sales
- Recommends blighting/development area designations to the St. Louis Board of Aldermen
- Tax-exempt revenue bonds

Chris Goodson, Chair

Matthew S. McBride, Vice Chair

Larry Williams, Treasurer

Marvin Anderson

Wendy Timm

***Judith K. Doss**

Land Reutilization Authority (LRA)

- Maintenance/sales of City-owned abandoned buildings and vacant lots
- Acquisitions/relocations
- Demolitions

Mark Wells, Chair

Mark Levison, Vice Chair

Roger Cayce, Secretary

St. Louis Local Development Company (LDC)

- Small business lending
- Neighborhood Commercial District Program

C. Clinton Ward, President

Laura M. Gilbert, Vice President

Thomas J. Pickel, Secretary

James C. Seitz, Treasurer

Michael K. Holmes

David McCreery

Lenita Moore

Cecil G. Wood

James Webb

Operation Impact

- Supports the City in the elimination of slums and blight
- Stimulates investment in real estate
- Members are the executive director of SLDC and other board chairs

Rodney Crim, SLDC, Chair

Matthew S. McBride, Port Authority

Chris Goodson, LCRA

Mark Wells, LRA

Larry Williams, PIEA

***Arthur L. McWilliams**

Planned Industrial Expansion Authority (PIEA)

- Tax abatement
- Tax-exempt revenue bonds
- Commercial/industrial/residential development
- Site acquisition/assembly/sales
- Recommends blighting/development area designations to the St. Louis Board of Aldermen

Larry Williams, Chair

Chris Goodson, Vice Chair

Matthew S. McBride, Treasurer

Marvin Anderson

Wendy Timm

***Judith K. Doss**

Planning Commission

- Adopts plans as official plans for the City
- Acts as the Zoning Commission for the City
- Reviews zoning, redevelopment proposals, etc. for compliance with adopted plans

Susan Stauder, Chair

Alderman Terry Kennedy, Chair, Transportation and Commerce Committee

Alderman Fred Wessels Jr., Chair, Housing, Urban Development and Zoning Committee

Rich Bradley, President, Board of Public Service

Patrick Brown, Mayor's Office

Dan Jay

Ivy Neyland Pinkston, Comptroller's Office

Tom Shepard, President of the Board of Aldermen's Office

Ted Spaid

Dave Visintainer

Planning Commission Advisors (City Department Heads)

Gary Bess, Parks, Recreation & Forestry

Eddie Roth, Public Safety

Curtis Skouby, Public Utilities

Todd Waelterman, Streets

***Charles Bryson**

Port Authority

- Mooring leases
- St. Louis Port District administration
- Riverboat gaming

Matthew S. McBride, Chair

Todd Waelterman, Vice Chair

Judith K. Doss, Treasurer

Alderman Terry Kennedy

Taunia Allen Mason

Joan K. Miller

***Arthur L. McWilliams**

Preservation Board

- Reviews building, demolition permits
- Reviews federally funded projects for Section 106
- Reviews nominations to the National Register of Historic Places

Richard Callow, Chair

Alderman Antonio French, Public Safety Committee

Melanie Fathman

Nate Johnson

Mike Killeen

David Richardson

Anthony L. Robinson

Dave Visintainer

Erin Wright

***Alderman Greg Carter**

***Mary "One" Johnson**

Tax Increment Financing Commission (TIF)

- Recommends TIF plans and projects to the St. Louis Board of Aldermen for TIF financing

David Newburger, Chair

Phillip Klevorn, Vice Chair

Christina Bennett

Shelia Hudson

Sundy Elizabeth Whiteside

Eric Young

David Jackson (Represents St. Louis Board of Education)

Enos Moss (Represents St. Louis Board of Education)

Plus one representative of the other taxing districts in the City

Missouri Downtown Economic Stimulus Authority (MoDESA)

- Recommends MoDESA plans and projects to the Board of Aldermen for MoDESA financing

Susan Stauder, Chair

Laura Godwin, Vice Chair

Marvin Anderson, Treasurer

Kathleen Brady

Maggie Campbell

Donna Jones

Tom Jones

Kitty Ratcliffe

Angela Banks (Represents St. Louis Board of Education)

Patrick Dougherty (Represents other taxing districts)

* Not a current member, but served during FY12